

*File  
Xerox*

April 2, 1981

**XEROX**

Central Intelligence Agency  
Mr. Bruce Johnson  
Director of Data Processing  
McLean, VA 22101

Dear Bruce:

I'd like to express my appreciation for your cooperation and support in providing Xerox with the opportunity to present the concepts and architecture it is, and will be developing, to automate and integrate office systems. I trust the presentation clearly displayed our determination to be a leading vendor in providing organizations with the means to increase the productivity and efficiency of the office worker on a clerical, professional and executive level.

The presentation was designed to be an overview, and we anticipate that there might be some unanswered questions and hopefully some interest in how, specifically, Xerox might better serve the needs of the Central Intelligence Agency. A meeting with  you and the key people in your organization, and the appropriate people from Xerox, would greatly assist us in effectively directing and scheduling our resources towards those products which might best serve your needs.

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If convenient, I would like to schedule a 30-45 minute meeting for Wednesday afternoon, April 8th. I will call you to confirm this time.

*21 April - 1000 - 1100 hrs.*

Once again, I thank you for your interest in Xerox and its products, and look forward to working with your organization in the future.

Sincerely,

*Charles H. Irving*

Charles H. Irving  
National Federal  
Market Executive

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October 2, 1981

**XEROX**

Central Intelligence Agency  
Mr. Bruce Johnson  
Director of Data Processing  
McLean, VA 22101

Dear Bruce:

I'd like to thank you for extending an invitation to Harry Fitzwater to attend the Executive Seminar conducted by Don Massarro, President of Xerox Office Products Division. The presentation was a Xerox overview of the concepts and architecture it is developing to confront the problems of improving clerical, professional and executive productivity in American business.

It appeared that [ ] Harry Fitzwater felt the Seminar worthwhile and both expressed interest in viewing a demonstration of the system, at some future time.

Once again, I truly appreciate your help and cooperation in making the Seminar worthwhile to both Xerox and the Central Intelligence Agency. As usual, it is a pleasure to work with you and your organization and I look forward to broadening our relationship in the future. I hope your trip was pleasant.

Sincerely,

*Charles H. Irving*

Charles H. Irving  
National Market Executive  
Federal Government Operations

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